

Message Text

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ACTION COME-00

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R 161616Z DEC 74

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC 6965

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E.O. 11652: N/A

TAGS: BEXP, VE

SUBJECT: MAJOR GOVERNMENT TENDER: ESTABLISHMENT OF AVIATION
INDUSTRY

REF: STATE 271443

1. IN ADDITION TO STANDARD PROMOTIONAL TECHNIQUES IN SUBMITTING GOVERNMENT REQUEST FOR TENDERS AND ASSISTING U.S. FIRMS IN REPLYING TO TENDER REQUESTS, CONTACTING APPROPRIATE GOV OFFICIALS, AND OTHER INFORMATIVE SERVICES, THE EMBASSY HAS EXPRESSED U.S. GOVERNMENT INTEREST AT HIGHEST LEVEL IN COMMISSION WHICH WILL SELECT AMONGST COMPETING FIRMS.

2. BOTH EMBASSY COMMERCIAL SECTION AND OFFICERS OF THE U.S. AIR MISSION IN VENEZUELA HAVE BEEN ACTIVE IN SUPPORTING ENTRY OF U.S. FIRMS INTO THIS NEW AREA OF VENEZUELAN ENDEAVOR.

3. AS RECENTLY AS DECEMBER 16, AIR MISSION CHIEF COLONEL MCFEETERS AND EMBASSY COMMERCIAL ATTACHE CALLED ON GENERAL GUSTAVO FERNANDEZ, WHO IS TECHNICAL CHIEF OF GOV COMMISSION WHICH WILL DECIDE ON ACCEPTANCE OR REJECTION OF TENDERS BEGINNING JANUARY 27. U.S. OFFICERS INQUIRED REGARDING PARTICIPATION OF U.S. FIRMS AT THE BIDDING STATE AND WERE INFORMED THAT IN ADDITION TO LOCKHEED'S CONSORTIUM AND THAT OF NORTHROP, THE ONLY OTHER AMERICAN FIRM INVOLVED AT THIS POINT IS NORTH AMERICAN DIVISION OF ROCKWELL INTERNATIONAL. THE LATTER FIRM IS INTERESTED SOLELY IN THE PRODUCTION OF CROP DUSTING AND OTHER AGRICULTURAL AIRCRAFT IN VENEZUELA.

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4. GENERAL FERNANDEZ SEEMED SATISFIED WITH THE INTEREST DISPLAYED SO FAR BY AMERICAN FIRMS, WITH THE EXCEPTION OF CESSNA. HE STATED THE LOCAL CESSNA REPRESENTATIVE APPEARED TO BE DISINTERESTED IN THE BIDDING AND "DID NOT EVEN ATTEND THE MEETINGS TO WHICH HE WAS INVITED." GENERAL FERNANDEZ FURTHER EXPRESSED INTEREST IN AN OPPORTUNITY TO DEAL DIRECTLY WITH THE REPRESENTATIVE OF CESSNA IN THE UNITED STATES AND IT IS SUGGESTED THAT THE DEPARTMENT OF COMMERCE MAY WISH TO PASS THIS INFORMATION ON TO THE APPROPRIATE CESSNA OFFICIALS.

5. U.S. OFFICIAL S ONLY EXPRESSED GENERAL USG INTEREST IN THIS PROJECT WITHOUT SPECIFYING FIRMS. ALL DISCUSSION OF FIRMS WAS INITIATED BY GENERAL FERNANDEZ.

COMMENT: FYI GENERAL FERNANDEZ WAS EXTREMELY PLEASED WITH THE MANNER IN WHICH NORTH AMERICAN ROCKWELL HAS HANDLED THIS BIDDING AND SEEMS TO FAVOR THEM, AT LEAST IN THE DISCUSSIONS WE HAVE HAD WITH HIM. IT SHOULD BE NOTED, HOWEVER, THAT THIS IS NOT A MAJOR PART OF THE OVERALL PROJECT ENCOMPASSED IN THE BIDDING. MILLS

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